

## **BÉNIN**

### **BBCom**

*(Bénin)*

#### **Contact Information**

<http://www.bellbenin.bj>

Tel: +229-21-30-52-84

Fax: +229-21-30-84-84

Bell Bénin Communications (BBCOM)

02 BP:1886

Cotonou

Bénin

#### **Owner(s)**

Bell Bénin Communications (BBCOM) (<http://www.bellbenin.bj>)

#### **Management Team**

Issa Salifou - Owner

#### **Network Technology**

GSM 900/1800 launched December 2003

#### **Subscriber Data**

Q108 Total Subscribers - 145669

Q208 Total Subscribers - 170183

Q308 Total Subscribers - 190605

Q408 Total Subscribers - 207027

Market Share as of Q408: 7.17%

Market Position as of Q408: 5

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### **GloMobile Benin**

*(Bénin)*

#### **Contact Information**

<http://www.gloworld.com>

Tel: +234-80-55-57-10-03

Globacom

Mike Adenuga Towers

Victoria Island

Lagos 101011

Nigeria

#### **Owner(s)**

Globacom Limited (<http://www.gloworld.com>)

#### **Management Team**

Henry Onyeche - Chief Technology and Sales Officer

Segun Akinfemi - Head of Information Systems

Medaiyese Segun - Area Sales Manager

#### **Network Technology**

GSM licenced August 2007, launched June 2008

## Subscriber Data

Q208 Total Subscribers - 500000  
Q308 Total Subscribers - 700000  
Q408 Total Subscribers - 889611

Market Share as of Q408: 30.83%  
Market Position as of Q408: 2

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## Libercom

*(Bénin)*

### Contact Information

<http://www.libercom.bj>

Libercom

### Network Technology

GSM 900 launched May 2000

## Subscriber Data

Q108 Total Subscribers - 155395  
Q208 Total Subscribers - 176583  
Q308 Total Subscribers - 197681  
Q408 Total Subscribers - 214823

Market Share as of Q408: 7.44%  
Market Position as of Q408: 4

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## Moov

*(Bénin)*

### Contact Information

<http://www.moov.bj>

Tel: +229-21-31-66-60

Fax: +229-21-31-66-62

Moov Bénin  
5<sup>e</sup> étage de l'Immeuble KOUGBLENOU  
36 Avenue Mgr Steinmetz  
Cotonou  
Bénin

### Owner(s)

Atlantique Telecom (<http://www.etisalat.com>)

### Management Team

Talibi Haidra - Director General  
Danielle Pliya Tevoedjre - Commercial and Marketing Director  
Talibi Haidra - Director of Finance  
Alexis Aitcheou - Director of General Affairs  
Dembélé Mohamed - Director of Technology  
Antonin Kossou - Director of Internal Audit and Control

### Network Technology

GSM 900 launched July 2000  
GPRS active  
EDGE active

## Subscriber Data

Q108 Total Subscribers - 321080  
Q208 Total Subscribers - 404638  
Q308 Total Subscribers - 488195  
Q408 Total Subscribers - 564252

Market Share as of Q408: 19.55%  
Market Position as of Q408: 3

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## MTN

*(Bénin)*

### Contact Information

<http://www.areeba.com.bj> (<http://www.mtn.bj>)

Tel: +229-21-31-66-41

Fax: +229-21-31-66-43

MTN Bénin  
01 BP 5293  
Cotonou  
Bénin

### Owner(s)

MTN Group (75%) (<http://www.mtn.com>)

### Management Team

Eric Tronel - Chief Executive Officer  
Gaudens ZOCLI - Senior Sales and Distribution Manager  
Murlidhar Rao - IT Infrastructure Manager

### Network Technology

GSM 900 launched June 2000  
GPRS active

## Subscriber Data

Q108 Total Subscribers - 679321  
Q208 Total Subscribers - 779163  
Q308 Total Subscribers - 828000  
Q408 Total Subscribers - 1010000

Market Share as of Q408: 35%  
Market Position as of Q408: 1

## **BOTSWANA**

### **Be MOBILE**

*(Botswana)*

#### **Contact Information**

<http://www.bemobile.co.bw>

Tel: +267-395-8000

Fax: +267-391-3355

Botswana Telecoms Corporation (BTC)  
Box 700  
Gaborone  
Botswana

#### **Owner(s)**

State Owned (100%) - Botswana Telecommunications Corporation (<http://www.btc.bw>)

#### **Management Team**

Thapelo Lippe - Chief Executive Officer  
Tebelelo Pule - General Manager Finance  
Richard Mike Carroll - Chief Operations Officer  
Gadzani Thangwane - General Manager Operations  
Bambino Masoko - Acting General Manager Commercial  
Gabriel Mosinyi - Acting General Manager Corporate Services  
Edward Lekoko - Acting General Manager Technology  
Hilda Mocuminyana Rabasha - Board Secretary

#### **Network Technology**

GSM 900 licenced March 2007, launched April 2008

#### **Subscriber Data**

Q208 Total Subscribers - 10000  
Q308 Total Subscribers - 47000  
Q408 Total Subscribers - 70000

Market Share as of Q408: 4.04%  
Market Position as of Q408: 3

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### **Mascom**

*(Botswana)*

#### **Contact Information**

<http://www.mascom.bw>

Tel: +267-390-3396

Mascom Wireless (Pty) Limited  
Private Bag BO 298  
Gaborone  
Botswana

#### **Owner(s)**

MTN Group (53%) (<http://www.mtn.com>)

#### **Management Team**

Jose Couceiro - Chief Executive Officer  
Dzene Makhwade-Seboni - Chief Marketing Officer

Sandip Roychoudry - Chief Finance Officer  
Meshack Mokone - Chief Public Relations Officer  
Ponego Lempadi - Acting Retail Sales Manager  
Kelesitse Gilika - Credit Control Manager

### Network Technology

GSM 900/1800 licenced February 1998, launched June 1998  
GPRS launched August 2007  
EDGE launched August 2007  
3.5G launched August 2008

### Subscriber Data

Q108 Total Subscribers - 880000  
Q208 Total Subscribers - 885000  
Q308 Total Subscribers - 890000  
Q408 Total Subscribers - 969000

Market Share as of Q408: 55.98%  
Market Position as of Q408: 1

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## Orange

*(Botswana)*

### Contact Information

<http://www.orange.co.bw>

Tel: +267-316-3370

Fax: +267-316-3372

Orange (Botswana) Pty Limited  
Private Bag BO64  
Bontleng  
Gaborone  
Botswana

### Owner(s)

Orange (France Telecom, 51%) (<http://www.orange.com>)

### Management Team

Keabetswe Segole - Acting Chief Executive Officer  
Bikie Letshwiti - Deputy Chief Financial Officer  
Keabetswe Segole - Chief Technical Officer  
Tebogo Ferguson-Mokobi - Acting Head of Human Resources  
Isaac Kethloafetse - Billing Systems Manager  
Sonia Mooketsi - Roaming Coordinator

### Network Technology

GSM 900 launched July 1998  
GPRS active  
EDGE active

### Subscriber Data

Q108 Total Subscribers - 596000  
Q208 Total Subscribers - 620000  
Q308 Total Subscribers - 658000  
Q408 Total Subscribers - 692000

Market Share as of Q408: 39.98%  
Market Position as of Q408: 2

## **BURKINA FASO**

### **Telmob**

*(Burkina Faso)*

#### **Contact Information**

<http://www.telmob.bf>

Tel: +226-50-37-94-65

Onatel Burkina Faso  
01 BP 10 000  
Ouagadougou 01  
Burkina Faso

#### **Owner(s)**

Office National des Télécommunications - ONATEL-SA (Maroc Telecom 51%)  
(<http://www.onatel.bf>) (<http://www.iam.ma>)

#### **Network Technology**

GSM 900 launched December 1996

#### **Subscriber Data**

Q108 Total Subscribers - 680000

Q208 Total Subscribers - 756000

Q308 Total Subscribers - 877000

Q408 Total Subscribers - 977000

Market Share as of Q408: 42.78%

Market Position as of Q408: 2

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### **Zain**

*(Burkina Faso)*

#### **Contact Information**

<http://www.bf.zain.com/fr/>

Tel: +226-50-33-14-00

Fax: +226-50-33-14-06

Zain Burkina Faso  
Avenue du Général Aboubacar Sangoulé LAMIZANA  
01 BP: 6622  
Ouagadougou 01  
Burkina Faso

#### **Owner(s)**

Zain Group (100%) (<http://www.zain.com>)

#### **Management Team**

Mouhamadou Ndiaye - Director General  
Hervé-Olivier Njapoum - Marketing Director  
Aymé Makuta - Sales Director  
Justin Agbobli - Director of Finance  
Hadjara Idani - Director of Human Resources  
Abdias Coulibaly - Director of Information  
Alain Luganda - Director of Operations  
Camara Modibo - Director of Regulation

#### **Network Technology**

GSM 900 licenced April 2000, launched January 2001

## **Subscriber Data**

Q108 Total Subscribers - 1069000 (Pre-paid - 1068000 | Post-paid 1000)

Q208 Total Subscribers - 1176000 (Pre-paid - 1175000 | Post-paid 1000)

Q308 Total Subscribers - 1236000 (Pre-paid - 1235000 | Post-paid 1000)

Q408 Total Subscribers - 1307000 (Pre-paid - 1305693 | Post-paid 1307)

Market Share as of Q408: 57.22%

Market Position as of Q408: 1